



DEFENSE ACQUISITION UNIVERSITY

CON 200 - Business Decisions For Contracting

111024

Course Learning/Performance Objectives followed by its enabling learning objectives on separate lines if specified.

1	Given a customer's acquisition requirements in a mission support environment, identify the importance of a good business relationship in achieving the customer's performance expectations.
	Identify the characteristics of a strong business relationship.
	Recognize strategies for building effective business relationships.
	Recognize how buying practices and contract strategies can affect your business relationships.
	Recognize the impact various laws, regulations, and policies have on Government-Contractor relationships.
2	Given an acquisition environment defined by budget cuts and increased scrutiny of government contracting, identify how strategic sourcing can improve the quality and cost related to the purchase of goods and services.
	Identify the key objectives and benefits of strategic sourcing.
	Identify the steps and procedures for conducting a strategic sourcing analysis.
3	Given a complex service requirement, identify the principles of performance-based acquisition (PBA) that will apply to it.
	Define services to include non-personal and personal services.
	Identify the phases of the service acquisition process.
	Define performance-based service acquisition (PBSA).
	Identify the seven-step process for performance-based acquisitions.
4	Given a complex requirement, identify the techniques that can be used to manage risk on an acquisition project.
	Identify program cost, schedule, and performance risk events.
	Recognize the implications that risk management plays in successful contract completion.
	Identify the key procedures for each step of the risk management process.
5	Given an acquisition strategy that includes providing contract financing, identify the impact of this decision on the acquisition process.
	Identify the criteria for providing contract financing.
	Identify the types of contract financing applicable in non-commercial acquisitions.
	Identify the conditions for using each type contract financing.
	Select the appropriate non-commercial contract financing terms and conditions for a given contract.
	Calculate the appropriate contract financing payment amount.
6	Given a complex acquisition situation, determine the appropriate contractual arrangement to support customer needs.
	Identify the key characteristics of an undefinitized contract action (UCA).
	Determine when the use of an undefinitized contract action is appropriate.
	Recognize concerns that affect the use of undefinitized contract actions.
	Contrast the key characteristics of the various types of incentive contracts.
	Determine what type of incentive contract is appropriate in a given situation.
7	Given an acquisition that provides Government Property (GP) as a strategy to achieve an overall objective, identify the implications of that decision on the acquisition process.
	Identify the impact of the Government's policy on providing (GP) during acquisition planning.
	Describe the impact of providing GP on the solicitation, evaluation, and award process.
	Identify how the inclusion of GP in a contract impacts the administration of that contract.
8	Given a complex acquisition and information on small business socio-economic programs, determine the impact of these programs on contracting decisions and how small businesses can support an acquisition.
	Identify the elements of the DoD Small Business Program for defense acquisitions.
	Identify the role of the Contract Specialist and Small Business Specialist on the acquisition team and the benefits of early involvement of the Small Business Specialist in acquisition planning and market research.
	Explain the different types of small business set-asides, Rule of 2, and the eligibility rules firms must follow to be eligible for a particular small business set-aside.



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	Compare and contrast Subcontracting Plans and Small Business Participation Plans and the elements of each in the source selection evaluation process.
	Identify key components of various other small business programs and issues that could impact an acquisition, e.g. Certificate of Competency, bundling, etc.
9	Given an unrestricted acquisition that has subcontracting possibilities, determine the subcontracting requirements that apply to the acquisition.
	Identify the effects of the Make-or-Buy Program on an acquisition.
	Determine the requirements for a subcontracting plan.
	Identify subcontract management requirements.
	Determine the need for subcontract consent.
10	Given a complex competitive negotiated acquisition, determine the appropriate source selection methodology.
	Identify the roles and responsibilities of each source selection participant.
	Identify the key elements of a source selection plan.
	Identify the key procedures for conducting a source selection.
11	Given an acquisition, determine if a prospective contractor is responsible.
	Identify the standards of responsibility.
	Identify the procedures to determine responsibility.